

Message Text

UNCLASSIFIED

PAGE 01 WELLIN 04801 080602Z
ACTION XMB-04

INFO OCT-01 EA-12 ISO-00 EB-08 /025 W
-----009965 090649Z /23
R 080536Z SEP 78
FM AMEMBASSY WELLINGTON
TO SECSTATE WASHDC 6197
INFO AMCONSUL AUCKLAND

UNCLAS WELLINGTON 04801

E.O.11652:N/A
TAGS: OVIP, NZ, AS
SUBJECT: PROPOSED EXIM TRAVEL PLANS

REF: (A) STATE 207637, (B) 216538, (C) 226118

1. FOLLOWING IS A JOINT REPLY TO REFTEL FROM EMBASSY
WELLINGTON AND CONSULATE GENERAL AUCKLAND.

2. DURING OCTOBER 26 IN AUCKLAND, WE WOULD SUGGEST CALLS
BY CHAIRMAN MOORE AND PARTY ON AIR NEZZXVWBMN THE
MAJOR FINANCE HOUSES HEADQUARTERED IN AUCKLAND, AND
PERHAPS A FEW MAJOR AUCKLAND AREA USERS OF EXIM FINANCING
SUCH AS N.Z. FOREST PRODUCTS, FLETCHERS, ALEX HARVEY
INDUSTRIES AND WINSTONES.

3. WE SUGGEST THAT THE PARTY PROCEED TO WELLINGTON
ON AIR NEW ZEALAND 475 DEPARTING NYCMSYJBCTOBER 27
AT 0835 AND ARRIVING IN WELLINGTON ONE HOUR LATECTZEGPGAJZIWND'S DEPU
TY PRIME MINISTER AND MINISTER OF
FOREIGN TRADE, BRIAN TALBOYS, FOLLOWING WHICH THEY
WOULD BE GUESTS AT A LUNCHEON SPONSORED BY THE AMERICAN
CHAMBER OF COMMERCE IN NEW ZEALAND. PARTICIPATION IN
THIS EVENT WOULD OFFER AN EXCELLENT OPPORTUNITY FOR
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MR. MOORE TO PUBLICIZE EXIM'S POLICIES AND PROGRAMS, AND
REMARKS BY THE CHAIRMAN FOLLOWED BY QUESTION-AND-ANSWER
WOULD BE WELCOME. PRESENT AT THE LUNCHEON WOULD BE
UPWARDS OF 100 EXECUTIVES NOT ONLY FROM LEADING U.S.
FIRMS IN NEW ZEALAND BUT ALSO FROM MAJOR NEW ZEALAND
COMPANIES, NEW ZEALAND'S FIVE TRADING BANKS AND
THOSE FINANCE HOUSES HEADQUARTERED IN WELLINGTON, AND

SELECTED GOVERNMENT OFFICIALS. FOLLOWING THE LUNCHEON, WE WOULD PROPOSE A CALL AT THE NEW ZEALAND RAILWAYS HEAD OFFICE. AS WE BELIEVE THAT SOME OF THE MAJOR TRADING BANKS MAY WISH TO HAVE PRIVATE DISCUSSIONS WITH MR. MOORE OR MEMBERS OF HIS PARTY, WE SUGGEST THAT THE BALANCE OF THE AFTERNOON OF OCTOBER 27 BE LEFT FREE FOR SUCH APPOINTMENTS. THE DAY WOULD CONCLUDE WITH DINNER AT MY RESIDENCE, AND THE PARTY WOULD DEPART FOR SYDNEY AT 0735 OCTOBER 28.

4. WE WOULD APPRECIATE ANY INDICATION WHICH CAN BE GIVEN OF SPECIFIC TOPICS OF DISCUSSION WITH AIR NEW ZEALAND AND THE NZ RAILWAYS IN ORDER THAT THEIR CHIEF EXECUTIVES MIGHT BE CERTAIN TO HAVE APPROPRIATE STAFF MEMBERS PRESENT WHEN MR. MOORE AND HIS PARTY CALL.

5. WE WOULD BE PLEASED TO PREPARE A SEPARATE PROGRAM FOR MRS. MOORE IF SHE SO DESIRES. TOWARD THAT END, WOULD APPRECIATE INDICATION OF HER PARTICULAR INTERESTS.

6. RESERVATIONS HAVE BEEN MADE FOR THE PARTY AT WELLINGTON'S PREMIER HOTEL, THE JAMES COOK, FOR THE NIGHT OF OCTOBER 27, AND EMBASSY TRANSPORT WILL BE AVAILABLE FOR THE DURATION OF THE VISIT. AUCKLAND WILL ADVISE ON HOTEL RESERVATIONS BY SEPTTEL.

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7. EMBASSY CONTROL OFFICER IS E/C SECTION CHIEF, RICHARD IMUS. CONSULATE GENERAL CONTROL OFFICER IS CONSUL GENERAL WARREN SLATER. SELDEN

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NNN

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